



## GSA Federal Acquisition Training Symposium

April 25 – 26, 2017  
Huntsville, AL

Learn > Discuss > Connect

Interact

# Young Professional Networking

**Session Lead: Wendy Johnston**  
**Chief Operations Officer**  
**Region 4, Federal Acquisition Service**  
**GSA**

**April 26, 2017**

- **Seminar Purpose:** To provide an opportunity for Young Professionals to network with personnel from different organizations and different locations
  
- **Seminar Format:**
  - **Importance of Networking (10 min)**
  - **Ice-breakers (25 min)**
  - **Concluding Thoughts (5 min)**
  - **Networking Opportunity (15 min)**

## Importance of Networking

- **Networking is about making connections and building enduring, mutually beneficial relationships.**



**Opportunity**

**Advice**

**Positive  
Influence**

**Friendship**

**Assistance**

## Why Network?

- Learn about your industry
- Establish business contacts & get “plugged in” to your community
- Seek new career opportunities
- Create & build relationships
- Create referral networks
- Professional development
- Develop knowledge resources

***ESPECIALLY IMPORTANT IN THIS DAY OF  
TELEWORK and VIRTUAL OFFICES***

# ICEBREAKERS

---



## Icebreaker

**You've been given a number...**



**1 or 2**

**Find someone with a different number  
- who works for a different  
agency/organization OR works in a  
different state.**

## **Icebreaker Guidelines**

**5 minutes: You will respond to a question posed by your partner.**

**5 minutes: You will ask your partner a different question.**

**SWITCH Partners**

**REPEAT**

## Icebreaker

**#1s - Ask your #2:**

*“What projects  
are you currently  
working on?”*



## Icebreakers

**#2s - Ask your #1:**

***“What is your  
biggest  
challenge?”***

# SWITCH PARTNERS

---

## Icebreakers

**#1s - Ask your #2:**

*“What brought you here?”*

## Icebreakers

**#2s - Ask your #1:**

*“How did you get into your line of business?”*

## Concluding Thoughts...

- **Make concerted effort to take part in networking opportunities**
  - **Professional Organizations (NCMA, Engineering or Program Management Organizations)**
  - **Community Organizations (Chamber of Commerce, Volunteer Organizations, Social Service Organizations)**
  - **Betterment Organizations (Toast Masters, Leadership Development)**

## Concluding Thoughts...

- Create your own networking opportunities
  - Recent college graduates
  - Alumni organizations
  
- Sometimes the best networking is with people with which you have **NOTHING** in common



# NETWORKING OPPORTUNITY

---